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factories list auction dates

American Motors

April 9—Aptco Auto Auction, Taylor, Mich.

April 10—Mid States Auto Auction, South Bend; Southern Auto Auction, Warehouse Point, Conn.; Kansas City Automobile Auction, Kansas City, Mo., and Metro Milwaukee Auto Auction, Caledonia, Wis.

April 11—Corry Auto Auction, Corry, Pa.; Northway Exchange, Clifton Park, N.Y.; Northstar Auto Auction, Shakopee, Minn., and Evansville Auto Auction,

Evansville, Ind.

April 16—Arena Auto Auction, Chicago; High Point Auto Auction, High Point, N.C., and D-A Auto Auction, New Stanton, Pa.

April 17—Columbus Fair Auto Auction, Obetz, O., and Central States Auto Auction, Mason City, Ia.

April 18—Todd Auto Auction, Telford, Pa.; Northstar Auto Auction, Shakopee, Minn., and Evansville Auto Auction, Evansville, Ind.

April 24—Mid States Auto Auction, South Bend; Southern Auto Auction, Warehouse Point, Conn.; Kansas City Auto Auction, Kansas City, Mo., and Metro Milwaukee Auto Auction, Caledonia, Wis.

April 25—Corry Auto Auction, Corry, Pa.; Northway Exchange, Clifton Park, N.Y.; Northstar Auto Auction, Shakopee, Minn., and Evansville Auto Auction, Evansville, Ind.

April 26—Floyd Hauhe Auto Auction, Bridgeton, Mo.

April 30—Arena Auto Auction, Chicago, and High Point Auto Auction, High Point, N.C.

Model Breakdown Auction Averages

	APR 1985	MAR 1985	FEB 1985
1985	\$13,325	\$12,924	\$14,691
1984	\$8,003	\$9,046	\$8,850
1983	\$6,248	\$6,020	\$6,171
1982	\$4,606	\$5,332	\$5,185
1981	\$3,302	\$4,544	\$4,049
1980	\$3,008	\$3,474	\$3,301
1979	\$2,445	\$2,809	\$2,742
1978	\$1,678	\$1,578	\$1,907
Overall Average	\$4,368	\$4,928	\$4,782

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Chrysler Corp.

April 9—Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Golden Gate Auto Auction, Fremont, Calif.

April 10—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O., and South Seattle Auto Auction, Kent, Wash.

April 11—Fredericksburg Auto Auction, Fredericksburg, Va.; Atlanta Auto Auction, Red Oak, Ga.; Evansville Auto Auction, Evansville, Ind.; 166 Auto Auction, Springfield, Mo., and Arena Auto Auction, Chicago.

Ford Motor Co.

April 10—Columbus Fair Auto Auction, Obetz, O., and Concord Auto Auction, Acton, Mass.

April 11—Arena Auto Auction, Chicago, and Dallas Auto Auction, Dallas.

April 17—Lakeland Auto Auction, Lakeland, Fla., and Brasher's Southern California Auto Auction, Fontana, Calif.

April 18—Aptco Auto Auction, Taylor, Mich.; 166 Auto Auction, Springfield, Mo.; Skyline Auto Exchange, Fairfield, N.J., and Denver Auto Auction, Englewood, Colo.

April 23—Big H Auto Auction, Houston.

April 24—Northway Exchange, Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

April 25—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Used Car Sales

Auction Averages

April to date	\$4,368
Month ago	\$4,835
Year ago	\$5,244

Blankenstein named vice president at TRW

CLEVELAND.—Bernd Blankenstein has been named vice president and general manager, TRW Steering Components Group.

He has worked in West Germany for the past 12 years and served most recently as managing director, TRW Ehrenreich GmbH.

April 30—Harrisonburg Auto Auction, Harrisonburg, Va.

General Motors

April 9—Florida Auto Auction of Orlando, Orlando.

April 10—Northstar Auto Auction, Shakopee, Minn., and Brasher's Auto Auction, Fontana, Calif.

April 11—Nashville Auto Auction, Nashville, and Denver Auto Auction, Englewood, Colo.

April 16—Southern Auto Auction, E. Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

April 17—Metro Auto Auction, Kansas City, Mo., and Clanton's Auto Auction, Darlington, S.C.

April 18—Indianapolis Auto Auction, Indianapolis.

April 23—166 Auto Auction, Springfield, Mo.

April 24—Brasher's Salt Lake Auto Auction, Salt Lake City.

April 25—Butler Auto Auction, Gibsonsia, Pa., and Arena Auto Auction, Chicago.

movers and shakers

General Motors

General Motors last week announced new assignments for two of its vice presidents—Elmer W. Johnson and Marina v.N. Whitman.

Johnson was named group executive in charge of the Operating Staffs Group. He succeeds William E. Hoglund, who recently was appointed president of Saturn Corp. Johnson will continue as GM general counsel.

Whitman was promoted to group executive in charge of the Public Affairs Staffs Group. She will continue as GM's chief economist.

Johnson will be responsible for the following staffs: Customer Sales and Service, Industrial Relations, Marketing and Product Planning, Materials Management and Personnel Development and Administration.

Staffs reporting to Whitman are: Environmental Activities, Industry-Government Relations, Public Relations and Economics.

Johnson, 52, joined GM in 1983 as vice president and group executive in charge of the Public Affairs Group and general counsel. He had been a partner in a Chicago law firm.

Whitman, 50, came to GM in 1979 as vice president and chief economist. She is a former member of the President's Council of Economic Advisers. She also has been a member of the Federal Price Commission and a professor at the University of Pittsburgh.

GM also promoted Michael E. Naylor to executive in charge of corporate strategic planning. He has been general director of corporate strategic planning on the Economics Staff since 1981.

Naylor, 56, joined GM in 1967 with what is now Detroit Diesel Allison Division. He has also served with the Transportation Systems Division.



Elmer W. Johnson



Marina v.N. Whitman



Brothers sign

George L. Miller, seated right, and brother John C. Miller, standing, sign for Apple Valley Chevrolet & Oldsmobile, Inc., Martinsburg, W. Va. Witnessing is David A. Walsh, Chevrolet's Washington zone manager.

General Motors—CPC

Thomas S. McDaniel has been appointed to the newly established post of director of international and joint venture programs for the Chevrolet-Pontiac-Canada Group of General Motors.

His duties will include maintaining and expanding liaison efforts with Isuzu, Suzuki, Daewoo and New United Motor Mfg., Inc.

McDaniel has been director of international programs for Chevrolet since 1983. He joined Cadillac in 1966 and also has served with the GM treasurer's office and the Worldwide Product Planning Group.

Ford Motor Co.

Kenneth C. Merrill has been appointed executive director of business planning and trust management for Ford Motor Co. He replaces Robert C. White, assistant treasurer, who has retired after 35 years with the company.

Merrill will be responsible for administration of the pension fund and other trust investments and for capital financing. He has been executive director of business planning, Office of the Chief Executive, since 1980 and will continue to be responsible for business planning. He joined Ford in 1956.

MVMA publishes world data book

DETROIT.—MVMA has published the 21st annual edition of World Motor Vehicle Data, which covers production, imports, exports, registrations and sales of motor vehicles around the world in 366 pages of tables.

The \$35 soft-cover book combines data from a wide variety of sources around the world, such as foreign government agencies, motor-vehicle-related trade organizations and private organizations.

New this year, MVMA said, is a section on vehicle exports by countries of destination of the major vehicle producing countries.

Celebrating silver

HOUSTON.—Charles N. Davis Jr., Chuck Davis Chevrolet, Inc., has received a 25-year-dealer plaque.

Domestics top 2 million; imports also gain

Sales up 2 pct. for first quarter

Continued from Page 1

percent, up from 1.46 percent in 1984.

Pontiac was the only GM make to report improved first-quarter sales. All Chrysler and Ford makes were up as was Honda, whose 43.48-percent climb was the biggest.

Plymouth was up 34.12 percent, Dodge was up 31.59 percent and Chrysler was up 13.94 percent. Lincoln sales were up 19.01 percent, Ford was up 7.93 percent and Mercury advanced by 1.28 percent.

Domestic sales for March continued to stay a short distance ahead of the preceding year. On a daily-rate basis, they were up for each of the three reporting periods (but down the first and third on a straight numbers comparison), finishing the month up 5.58 percent daily rate and 1.67 percent in actual numbers.

Import penetration of 20.75 percent was lowest for any month since April, 1984, and was more reminiscent of 1979-level penetrations.

Domestic sales in March totaled 768,927, up 1.67 percent from 756,303 the preceding year. Imports slipped 3.02 percent, to 201,341 from 207,619. The industry sum of 970,268 was just 0.67 per-

cent ahead of 963,783 a year earlier.

Chrysler again led the Big Three with its 29.66-percent sales increase, based on sales on 115,729 vs. 89,253. Ford was up 11.49 percent, to 204,315 from 183,537. Honda climbed 49.88 percent, to 15,039 from 10,034 and VW was up 2.02 percent, to 7,233 from 7,090.

GM reported sales of 415,218 domestic passenger cars, a decline of 7.62 percent from 449,462 a year earlier, and AMC was off 32.14 percent, to 11,393 from 16,788.

GM plunged to 54.00 percent of the March domestic market from 59.44 percent 12 months earlier. Chrysler rose to 15.05 percent from 11.80 percent. Ford was up to 26.57 percent from 24.27 percent and Honda had 1.96 percent,

up from 1.33 percent. VW stayed at 0.94 percent while AMC slipped back to 1.48 percent from 2.22 percent.

Mirroring their first-quarter sales accomplishments, all Chrysler and Ford makes were up in March as were Pontiac and Honda. VW joined the monthly winners, up 2.02 percent. Increase percentages included Plymouth, up 34.34; Chrysler, up 21.49; Dodge, up 32.73; Ford, up 14.75; Mercury, up 4.89; Lincoln, up 4.36; Pontiac, up 6.38, and Honda, up 49.88.

Lincoln-Mercury Division had its best March in six years and the month was the division's 25th consecutive one with a year-to-year increase.

March import sales included records for Jaguar, Saab and Volvo. Nissan outsold rival Toyota and its 38.95 sales were highest for any import even though they were actually down more than 9 percent from a year earlier.

With imports down to 20.75 percent of the market, the remaining shares in terms of size-class were as follows: U.S. intermediates, 26.67 percent; compacts, 21.17 percent; subcompacts, 14.41 percent; standards, 9.41 percent, and luxuries, 7.59 percent.

A year earlier, the month's market class comparison included: Imports, 21.54 percent; intermediates, 27.83 percent; compacts, 18.05 percent; subcompacts, 14.55 percent; standards, 10.67 percent, and luxuries, 7.36 percent.

The March, 1985, domestic market was comprised of 33.65 percent intermediate; 26.72 percent compact; 18.18 percent subcompact; 11.88 percent standard, and 9.57 percent luxury.

Third-period domestic sales were up 6.88 percent on a daily rate basis and down 3.81 percent in straight numbers. The March 21-31 tally dropped to 301,496 this year from 313,443 in 1984. With nine selling days this year compared with 10 a year earlier, the rates figured to 33,500 and 31,344, respectively.

For the period, GM was off 8.95 percent and earned 55.31 percent of the market. Ford dropped 2.92 percent and had 25.06 percent of the total. Chrysler was up 19.32 percent, with 14.33 percent of the market. AMC dropped 27.34 percent, earning 1.90 percent of the total. Honda, up 30.44 percent, held 2.17 percent of the whole, and VW, off 6.03 percent, had 1.23 percent of the market.

GMAC to sell auto loans in securities mart

By Michelle Krebs
Financial Editor

General Motors Acceptance Corp. plans to float a package of auto loans as securities, representing its first move into the auto financing secondary market.

GMAC President Robert F. Murphy said GM's financing subsidiary is working with its underwriters to develop such a financing package.

Other financial institutions have been rumored to be contemplating similar moves. However, Marine Midland Bank and the investment banking firm, Salomon

DOMESTIC CAR SALES

	Mar. 21 to Mar. 31, 1985	Same Period, 1984	Mar. 1985	Same Month, 1984	Jan. 1 to Mar. 31, 1985	Same Period, 1984
Alliance	—	—	6,178	8,781	17,428	25,961
Encore	—	—	4,383	6,130	10,680	17,290
Total Renault	—	—	10,571	14,911	28,108	43,251
Eagle	—	—	802	1,877	3,371	5,620
Total AMC	—	—	802	1,877	3,371	5,620
AMERICAN MOTORS*	5,743	7,313	11,383	16,788	31,479	49,501
Horizon	3,385	3,157	10,432	7,758	30,133	20,936
Turismo	2,393	1,946	6,679	4,193	17,812	10,905
Reliant	5,420	5,071	13,868	14,001	36,408	38,960
Caravelle	1,250	—	3,430	—	9,449	—
Plymouth	760	435	2,132	1,271	5,198	3,016
Total Plymouth	13,208	10,609	36,571	27,223	99,000	73,817
Laser	2,427	2,287	7,459	4,688	16,077	13,269
LeBaron K	3,339	3,860	8,568	8,840	22,391	23,162
LeBaron GTS	1,920	—	4,455	—	10,702	—
Cordoba	—	—	—	—	—	124
Fifth Avenue	3,268	2,879	8,626	6,840	22,911	17,312
E-Class	1,975	3,303	5,214	7,884	13,835	21,536
Total Chrysler	13,226	12,338	34,324	28,252	85,916	75,403
Omni	3,074	2,480	8,746	6,278	29,399	17,328
Charger	2,732	2,125	7,080	4,928	18,942	12,819
Daytona	2,411	2,033	6,613	4,341	14,470	11,167
Aries	3,931	3,522	10,035	10,556	28,805	30,214
Lancer	1,270	—	3,212	—	8,110	—
Dodge 400-600	—	456	—	1,385	18,953	27,075
Diplomat	1,339	906	3,504	2,288	8,938	3,942
Mirada	—	—	—	—	—	250
Dodge 600	2,025	2,176	5,944	5,387	14,571	14,129
Total Dodge	16,782	13,272	44,834	33,778	118,235	89,849
CHRYSLER CORP.	43,216	36,219	115,729	89,253	303,151	239,069
EXP	967	1,115	2,837	2,493	8,678	6,043
Escort	9,190	13,822	26,484	32,558	85,024	86,089
Mustang	5,400	4,936	14,390	11,184	40,083	34,116
Tempo	16,370	10,035	46,546	23,818	92,281	66,051
Thunderbird	5,830	7,341	14,211	15,704	36,024	41,729
LTD	7,078	8,443	18,987	18,755	47,531	48,738
Crown Victoria	5,299	7,244	14,860	16,029	38,366	39,644
Total Ford Division	50,154	52,396	138,315	120,541	347,987	322,410
Lynx	2,176	2,569	5,525	6,447	17,414	16,932
Topaz	4,320	2,882	11,809	7,199	24,548	18,978
Cougar	4,224	4,422	10,510	10,368	28,417	28,868
Capri	543	590	1,499	1,808	4,140	5,591
Marquis	3,298	3,533	8,686	9,074	23,497	24,975
Grand Marquis	5,306	5,865	13,212	13,957	33,508	34,524
Total Mercury	19,867	19,861	51,241	48,853	131,524	129,868
Continental	1,182	801	3,086	2,052	9,428	5,607
Lincoln	3,733	3,686	9,891	8,930	27,330	19,078
Mark VII	612	1,067	1,770	3,161	5,670	10,966
Total Lincoln	5,527	5,564	14,759	14,143	42,428	35,651
Total L-M Division	25,394	25,425	66,000	62,996	173,952	165,519
FORD MOTOR	75,548	77,821	204,315	183,537	521,939	487,929
Skyhawk	5,026	4,579	9,021	10,946	22,600	25,373
Skyline	4,677	3,562	10,145	8,996	28,847	24,065
Somerset Regal	3,624	—	8,379	—	22,901	—
Century	7,327	10,635	17,193	21,339	51,331	51,990
Regal	3,562	7,247	8,443	18,155	26,120	51,201
LeSabre	5,059	6,120	12,407	15,279	37,650	41,031
Electra	2,950	2,342	6,701	5,807	16,405	18,760
Riviera	1,942	2,151	4,432	5,053	13,305	13,956
Total Buick	34,167	36,636	76,721	85,575	219,159	226,376
Cimarron	1,233	661	2,508	1,572	4,974	4,849
Seville	1,001	1,353	2,575	3,226	7,045	8,956
Cadillac	5,355	6,794	14,768	16,037	41,015	45,178
Eldorado	2,116	2,478	5,335	5,920	15,042	17,090
Total Cadillac	9,705	11,286	25,186	26,755	68,076	76,073
Chevette	3,889	9,670	10,744	20,624	34,618	50,352
Cavalier	20,959	14,225	41,501	33,387	103,393	84,849
Citation	2,509	6,550	7,077	15,216	19,578	26,447
Camaro	6,855	7,116	18,484	18,684	51,196	48,432
Celebrity	10,869	13,227	28,560	32,135	80,687	79,014
Monte Carlo	4,238	5,750	10,774	14,187	27,877	36,964
Chrysler	8,325	9,909	21,875	23,689	63,880	62,540
Corvette	1,543	1,115	3,920	2,745	9,568	7,553
Total Chevrolet	59,187	67,563	142,935	160,147	390,797	396,151
Firenza	2,400	1,894	5,490	5,481	14,929	14,511
Omega	0	1,500	0	3,964	0	11,044
Calais	3,182	—	10,463	—	27,048	—
Cutlass Ciera	8,972	9,189	29,593	25,174	79,332	64,667
Cutlass Supreme	6,059	11,443	19,312	35,133	53,449	97,113
Olds 88	5,762	9,316	17,852	25,455	52,328	66,996
Olds 98	3,034	2,011	9,619	7,732	26,267	27,272
Toronado	985	1,231	2,894	3,398	9,138	9,975
Total Oldsmobile	30,405	36,584	95,223	106,337	262,491	291,578
Fiero	6,971	4,872	12,385	11,316	24,231	29,051
1000	691	1,104	1,934	2,568	5,760	6,909
Sunbird	5,318	5,218	10,958	11,927	26,960	28,205
Phoenix	0	566	0	1,308	896	3,474
Firebird	4,127	4,539	9,922	10,370	24,187	25,611
Grand Am	4,824	0	11,127	—	26,049	—
6000	5,101	5,899	12,761	13,010	33,371	32,800
Bonneville	2,021	3,100	5,112	6,994	13,277	19,061
Grand Prix	2,109	3,545	5,361	7,741	13,995	19,619
Parisienne	2,137	2,459	5,593	5,414	15,365	13,143
Total Pontiac	33,299	31,102	75,153	70,153	184,091	177,873
GENERAL MOTORS	166,763	183,151	415,218	449,462	1,124,614	1,168,051
VOLKSWAGEN	3,696	3,933	7,233	7,090	19,234	20,363
HONDA	6,530	5,006	15,039	10,034	41,747	29,096
DOMESTIC TOTAL	301,496	313,443	768,927	756,164	2,042,164	1,994,609
IMPORT TOTAL	—	—	201,341	207,619	602,132	588,966
INDUSTRY TOTAL	—	—	970,268	963,783	2,644,296	2,583,575

*—AMC does not provide 10-day nonrepeat sales.

Brothers, Inc., were the first and only ones, so far, to pool car loans and sell them as securities.

In February, \$23 million in Marine Midland auto loan contracts were placed with a private, institutional investor. A month later, \$60 million worth were sold in the first public offering. Marine Midland plans further offerings, probably private ones, within the year.

"That's small for what we think we want to do," said GMAC's Murphy.

He said GMAC's package will differ from Marine Midland's in that the auto loans will remain on GMAC's books since the servicing of the loans is a profitable business.

Murphy sees great potential for the secondary market. For the auto and financial services industries, it ensures that money will be available for auto financing during economic downturns.

For the investor, it provides less of a risk than a mortgage security, since the terms is much shorter.

IMPORTED CAR SALES

	March 1985	March 1984	3 Mos. 1985	3 Mos. 1984
Alfa Romeo	376	341	1,013	709
Audi	5,722	6,634	15,808	17,296
BMW	7,467	5,890	19,044	15,395
Chevrolet Spectrum	3,984	—	10,073	—
Chevrolet Sprint	1,233	—	4,055	—
Dodge Colt	2,700	2,845	8,270	9,215
Dodge Conquest	207	375	633	1,210
Dodge Vista	712	417	2,023	1,552
Honda	30,228	36,592	95,776	103,842
Isuzu	1,980	1,014	6,242	3,669
Jaguar	1,984	1,786	4,252	3,871
Maserati Biturbo	143	—	369	—
Mazda	18,034	14,930	44,276	40,424
Mercedes-Benz	7,740	7,947	19,886	20,584
Mercury Merkur	409	—	801	—
Mitsubishi	3,195	3,304	8,857	9,887
Nissan	38,985	43,024	117,908	115,116
Peugeot	1,073	1,672	3,242	4,691
Plymouth Colt	2,467	2,314	7,975	8,024
Plymouth Conquest	211	313	607	1,063
Plymouth Vista	712	360	2,013	1,407
Porsche	2,226	2,319	5,976	6,271
Renault	912	1,123	3,431	3,255
Saab	3,294	3,129	8,839	8,415
Subaru	11,876	11,637	35,795	38,511
Toyota	32,906	39,274	119,019	119,145
Volkswagen	10,757	10,487	28,605	28,176
Volvo	9,808	9,742	28,524	27,238
TOTAL	201,341	207,619	602,132	588,966

U.S. CAR SALES BY MARKETING UNITS

	March 1985	March 1984	3 Mos. 1985	3 Mos. 1984
Chevrolet	148,152	160,147	404,925	396,151
Ford	138,315	120,541	347,987	322,410
Oldsmobile	95,223	106,337	262,491	291,578
Buick	76,721	85,575	219,159	226,376
Pontiac	75,153	70,648	184,091	177,873
Nissan	38,985	43,024	117,908	115,116
Mercury	51,650	48,853	132,325	129,868
Honda	45,267	46,626	137,523	132,938
Dodge	48,453	37,415	129,161	101,826
Plymouth	39,961	30,210	109,415	84,311
Toyota	32,906	39,274	119,019	119,145
Cadillac	25,186	26,755	68,076	76,073
Chrysler	34,324	28,252	85,916	75,403
AMC-Renault	12,305	17,911	33,910	52,756
Mazda	18,034	14,930	44,276	40,424
Volkswagen of America	23,712	26,530	63,647	72,706
Subaru	11,876	11,637	35,795	38,511
Lincoln	14,759	14,143	42,428	35,651
Volvo	9,808	9,742	28,524	27,239
Mercedes-Benz	7,740	9,747	19,886	20,584
BMW	7,467	5,890	19,044	15,395
Mitsubishi	3,195	3,304	8,857	9,887
Saab	3,294	3,279	8,839	8,415
Isuzu	1,980	1,014	6,242	3,669
Jaguar	1,984	1,786	4,252	3,871
Peugeot	1,073	1,672	3,242	4,691
Porsche	2,226	—	5,976	—
Alfa Romeo	376	341	1,013	709
Maserati Enirbo	143	—	369	—
TOTAL	970,268	963,783	2,644,296	2,583,575

But March auto production trails last year's

1st-quarter output edges past '84

By Louise Kertesz
Detroit Reporter

U.S. auto makers scheduled production of 134,539 cars last week. The total reflected the closing of assembly plants for the holiday on Friday, April 5.

No Saturday overtime was scheduled for Saturday, April 6.

Last week's targeted output was 27.58 percent less than the previous week's 185,788, which was the highest production for any week so far this year.

The total for last week was 21.50 percent less than the year-ago week's 171,386.

Production for March—746,090 cars—was up 10.76 percent from February's 673,636 but was 4.81 percent below the 783,807 for March, 1984.

First-quarter output of 2,184,277 units was a bit higher (1.61

percent) than last year's 2,149,665 for the corresponding period and was the best production for any quarter since the second quarter of 1979, when 2,485,124 cars were assembled.

But so far this year, production of 2,321,191 cars has slipped 1.04 percent behind last year's total at this time of 2,345,694.

Companies accounted for last week's scheduled production as follows: General Motors, 59 percent; Ford Motor Co., 20.46 percent; Chrysler Corp., 16.43 percent; American Honda, 2.57 percent; Volkswagen of America, 1.19 percent; New United Motor Mfg., Inc., 0.18 percent; and Nissan Motor Mfg. Corp., U.S.A., 0.17 percent.

American Motors' Kenosha plant closed last week for two weeks for inventory adjustment.

Honda scheduled eight hours of daily overtime last week.

Daily overtime is scheduled this week (April 8) at Ford plants in Atlanta, Chicago, Lorain (O.), Dearborn, Wixom (Mich.) and Kansas City.

Two nine-hour daily shifts are scheduled this week at the following Chrysler plants: Belvidere (Ill.), Newark (Del.) and St. Louis (Nos. 1 and 2).

Chrysler's Jefferson (Detroit) plant is scheduled to operate two 8½-hour daily shifts this week.

Truck production for March best since May, 1979

Domestic truck makers scheduled production of 54,314 units during the holiday week, 21.66 percent less than the 69,335 built the previous week and 12.27 percent below the year-ago week's 61,913.

So far this year, 911,012 trucks have been assembled, 5.13 percent more than the 866,569 built last year at this time.

March output of 294,486 trucks was the highest output for any month since May, 1979, when 338,961 trucks were completed, and the best March production since 1979's 358,126 for the month.

First-quarter truck production of 865,296 units was 6.98 percent more than the 808,852 for the corresponding period last year and was the best output for any quarter since the second quarter of 1979, when 887,948 trucks were assembled.

General Motors' heavy-duty truck plant in Pontiac will be down this week (April 8) for one week to prepare for the processing of several orders that require special equipment, the company said.

The closing idles 700 employees.

No overtime was scheduled for Saturday (April 6).

All Ford Motor Co. truck plants are scheduled to work daily overtime this week.

Chrysler Corp.'s Warren (Mich.) plant is scheduled to operate two nine-hour daily shifts this week.

Month's output in Canada dips 24 pct. below '84

Canadian makers scheduled production of 15,935 cars during last week's short work week, 6.17 percent less than the previous week's 16,982 and 36.49 percent below the year-ago week's 25,089.

So far this year, 263,699 cars have been built, 14.83 percent less than the 309,621 completed last year at this time.

March production of 80,367 cars was up a bit (1.31 percent) from February's 79,326 but was 24.21 percent less than the 106,044 units built in March, 1984.

First-quarter car production of 244,564 units was down 14.88 percent from first-quarter 1984's 287,309.

Last week's scheduled truck output of 13,640 units was 27.29 percent less than the previous week's 18,759 and 21.97 percent below the year-ago week's 17,481.

Year-to-date, 241,293 trucks have been built, 3.83 percent more than the 232,400 completed last year at this time.

Truck production in March

U.S. CAR PRODUCTION

	Week Ended April 6, 1985	Week Ended April 7, 1984	Week Ended March 30, 1985	March Total	Jan. 1 to April 7, 1984	Jan. 1 to April 6, 1985
AMERICAN MOTORS	0	4,722	3,719	11,377	55,596	25,488
Renault Total	0	4,722	3,719	11,377	55,596	25,488
Alliance	0	2,689	2,055	6,291	29,547	15,167
Encore	0	2,033	1,664	5,086	26,051	10,321
CHRYSLER CORP.	22,100	26,259	31,530	128,863	363,637	358,179
Plymouth Total	6,200	7,587	9,148	37,190	107,167	103,722
Horizon	2,300	2,735	3,538	12,931	43,321	36,020
Reliant	2,900	4,252	3,999	17,210	56,765	46,757
Caravelle	800	165	1,288	5,104	2,428	15,946
Gran Fury	200	435	323	1,945	4,653	4,999
Chrysler Total	7,100	8,843	10,134	43,257	119,648	121,126
LeBaron	1,700	2,559	2,370	10,905	35,254	31,820
LeBaron GTS	1,800	0	2,447	9,184	0	22,475
Laser	800	1,484	1,118	4,436	22,420	13,690
New Yorker/E-Class	1,000	2,262	1,763	7,156	30,185	20,246
Fifth Avenue	1,800	2,538	2,436	11,576	31,789	32,895
Dodge Total	8,800	9,829	12,248	48,416	136,822	133,331
Omni	2,400	3,105	3,788	14,039	41,335	38,618
Aries	2,400	3,276	3,280	13,658	45,663	36,436
Daytona	700	1,036	879	3,630	17,769	12,185
Dodge 600	1,100	1,809	1,653	6,599	23,451	20,303
Lancer	1,500	0	1,788	7,052	0	17,079
Diplomat	700	603	860	3,438	8,604	8,710
FORD MOTOR	27,520	38,540	34,253	137,292	477,231	481,635
Ford Division	18,698	24,727	21,676	90,840	314,442	318,031
Escort	4,772	7,407	4,386	18,320	97,478	80,936
Mustang	3,162	3,277	4,502	17,311	34,228	49,581
LTD	4,772	4,230	4,895	18,541	66,573	64,553
Thunderbird	2,737	3,736	4,012	20,652	44,537	61,010
Crown Victoria	0	1,719	0	0	22,812	7,122
EXP	0	553	0	0	9,437	3,838
Tempo	3,255	3,805	3,881	16,016	39,377	50,991
L-M Division	8,822	13,813	12,577	46,452	162,789	163,604
Mercury Total	6,063	10,879	9,053	32,409	116,253	116,960
Lynx	534	1,490	533	4,084	19,753	19,392
Capri	140	398	201	1,019	4,761	5,465
Marquis	2,407	2,693	4,038	10,940	28,055	31,753
Cougar	2,159	3,064	3,029	10,964	26,262	38,504
Grand Marquis	0	1,872	0	0	25,933	4,733
Topaz	823	1,362	1,252	5,402	11,489	17,133
Lincoln Total	2,759	2,934	3,524	14,043	46,536	46,624
Continental	500	549	642	2,548	8,508	8,448
Lincoln	1,955	1,834	2,496	9,947	25,902	33,025
Mark VI/VII	304	551	386	1,548	12,126	5,151
GENERAL MOTORS	79,382	96,906	109,893	442,916	1,384,049	1,381,049
Buick Total	16,813	20,346	21,107	81,178	293,793	263,162
Skyline	1,912	1,921	2,277	9,350	27,371	31,942
Skyhawk	1,497	3,272	2,373	8,982	46,946	28,799
Somerset Regal	2,336	0	2,734	12,238	0	35,057
Century	3,759	4,763	4,115	16,980	63,872	58,764
Regal	2,366	4,884	2,886	8,510	63,842	29,681
LeSabre/Electra(rwd)	2,400	3,808	2,970	9,334	70,704	36,430
Riviera	942	925	1,422	5,781	16,379	17,683
Electra(fwd)	1,601	773	2,330	10,003	4,679	24,806
Cadillac Total	5,709	8,250	8,385	33,848	96,637	105,710
Cimarron	383	339	736	3,079	5,877	8,114
Seville	731	880	959	3,889	11,601	12,057
Eldorado	1,186	1,657	1,788	7,289	21,282	22,047
Cadillac (rwd)	856	4,239	1,096	4,341	52,651	14,991
DeVille (fwd)	2,553	1,125	3,806	15,250	5,226	48,501
Chevrolet Total	26,300	35,018	37,942	156,501	468,744	489,022
Chevette	2,411	5,608	3,603	14,795	62,966	43,941
Cavalier	7,536	8,844	11,337	44,506	116,667	124,615
Celebrity	4,487	6,780	6,565	27,324	94,221	80,712
Camaro	4,036	5,621	4,725	20,140	74,773	63,488
Citation	1,355	2,774	1,797	7,300	29,759	22,731
Mailbu/El Camino	0	877	0	0	9,606	0
Monte Carlo	2,590	1,414	3,873	15,119	47,875	43,616
Chevrolet	3,085	2,659	5,040	23,099	32,974	88,188
Corvette	800	441	1,002	4,218	9,883	11,731
Oldsmobile Total	19,853	23,337	28,637	114,491	355,010	347,670
Omega	0	1,015	0	0	14,996	0
Firenza	1,179	1,635	1,754	7,685	21,794	20,849
Cutlass Supreme	3,638	7,414	6,096	16,881	108,871	57,399
Cutlassiera	5,395	5,997	8,612	36,614	76,194	107,332
88-96 (rwd)	2,337	5,024	4,124	16,551	115,398	63,660
Olds 96 (fwd)	3,753	1,289	3,505	13,686	4,974	40,969
Catalina	2,964	0	3,491	15,980	0	44,471
Toronado	587	963	1,055	4,294	12,783	12,990
Pontiac Total	10,707	9,955	13,822	56,898	169,865	175,485
Acadian**	0	516	238	817	4,769	4,347
2000 Sunbird	2,162	2,861	3,127	11,700	41,860	37,932
1000	517	867	812	3,213	11,871	9,424
Firebird	2,190	2,402	2,539	10,994	31,591	34,253
Phoenix	0	279	0	0	4,772	0
6000	570	0	779	2,983	0	7,802
Grd Prix/Bon-Vie	0	0	0	0	29,733	0
Parisienne	794	358	1,080	5,197	10,426	19,115
Fiero	2,094	2,672	2,400	9,804	34,843	30,152
Grand Am	2,380	0	2,847	12,190	0	32,460
HONDA	3,462	2,586	3,699	15,636	32,752	45,620
NISSAN	225	0	396	396	0	681
NUMMI (Nova)*	250	0	250	850	0	1,630
VOLKSWAGEN	1,600	2,373	2,048	8,760	32,697	26,909
Total Cars, U.S.	134,539	171,386	185,788	746,090	2,345,964	2,321,191
Total Cars, Canada	15,935	25,089	16,982	80,367	309,621	263,699
N. American Cars	150,474	196,475	202,770	826,457	2,655,585	2,584,890
N. American Trucks	67,954	79,394	88,094	372,596	1,098,969	1,152,305
North American Cars and Trucks	218,428	275,869	290,864	1,199,053	3,754,554	3,737,195

*—Revised estimate.

**—All Acadians are built for sale in Canada.

Monthly estimates may contain error of one or two units due to rounding.

CANADIAN CAR PRODUCTION

	Week Ended April 6, 1985	Week Ended April 7, 1984	Week Ended March 30, 1985	March Total	Jan. 1 to April 7, 1984	Jan. 1 to April 6, 1985
AMERICAN MOTORS	0	604	0	731	7,628	2,752
FORD MOTOR	6,740	10,678	5,453	37,905	112,023	137,559
GENERAL MOTORS	9,015	13,582	11,304	40,792	186,910	120,424
VOLVO	180	225	225	939	3,060	2,964
Total Cars, Canada	15,935	25,089	16,982	80,367	309,621	263,699

TRUCK PRODUCTION IN U.S.*

	Week Ended April 6, 1985	Week Ended April 7, 1984	Week Ended March 30, 1985	March Total	Jan. 1 to April 7, 1984	Jan. 1 to April 6, 1985
CHEVROLET	17,498	19,408	22,298	99,466	278,900	310,065
DODGE	3,600	4,217	4,656	18,373	57,634	54,780
FORD	20,536	23,680	26,089	105,646	326,163	320,037
GMC	5,656	6,533	6,799	29,515	88,697	91,075
INTERNATIONAL	1,328	1,608	1,650	6,875	19,968	21,609
JEEP	3,100	3,670	4,080	17,742	53,594	55,026
NISSAN	1,180	1,747	1,993	9,435	26,063	32,194
AM GENERAL	40	50	50	210	750	670
MISCELLANEOUS	1,376	1,000	1,720	7,224	14,800	25,556
Total Trucks, U.S.	54,314	61,913	69,335	294,486	866,569	911,012

CANADIAN TRUCK PRODUCTION

	Week Ended April 6, 1985	Week Ended April 7, 1984	Week Ended March 30, 1985	March Total	Jan. 1 to April 7, 1984	Jan. 1 to April 6, 1985
CHRYSLER	5,864	8,196	8,916	38,286	97,108	112,588
FORD	3,040	2,843	3,667	14,132	45,231	46,491
GENERAL MOTORS	4,544	6,293	5,922	24,667	88,113	79,126
INTERNATIONAL	192	149	254	1,025	1,948	3,088
Total Trucks, Canada ..	13,640	17,481	18,759	78,110	232,400	241,293
N. American Trucks ...	67,954	79,394	88,094	372,596	1,098,969	1,152,305

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From Ford for '85½



Aerodynamic theme for Escort, Lynx

The 1985½ Escort (above) and Lynx, to be introduced May 2, feature flush, aero-style headlamps and a new 1.9-liter, four-cylinder engine that provides a 23 percent boost in horsepower and a 14 percent increase in torque. Story on Page 6.



Comfort, convenience, testing involved

Passive-restraint changes proposed

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—A flood of proposed changes in the passive-restraint standard—only six months later than the due date proposed by the Department of Transportation in its own calendar—has been cleared by the White House Office of Management and Budget.

These supplement the standard announced by Transportation Secretary Elizabeth H. Dole last July. The July announcement called for a phase-in of air bags or automatic belts but allows them to be rescinded if states with two-thirds of the nation's people adopt mandatory belt-use laws meeting certain federal criteria.

The new proposals, of major interest to manufacturers but too technical for the average consumer, involve mostly test procedures, measurements, vehicle types and kinds of anthropomorphic dummies.

The seat-belt comfort and convenience standard, however, is of great interest to motorists who have experienced a lost buckle, a chafed neck, or a slack belt which can be tightened only by opening a door.

This is the standard which former NHTSA head Joan Claybrook completed Jan. 8, 1981, and made

effective for 1983 models. But with seven petitions for reconsideration pending and the Reagan Administration eager to reduce regulation, its effective date was first postponed until the 1984 model year and again postponed until the 1986 model year.

NHTSA is now proposing comfort/convenience requirements with certain changes for automatic belts for the 1987 model year while postponing some changes for manual lap/shoulder belts until the 1990 model year.

This would make some requirements coincide with the rest of Standard 208 which starts the phase-in of passive restraints at 10 percent of 1987 models.

Since that same standard would automatically wipe out the passive-restraint mandate if states with two-thirds of the population adopt mandatory belt-use laws, the manual-belt requirements may coincide with rescission of any automatic belt or air-bag mandate. The delay is because manufacturers may be phasing out manual belts.

Meanwhile, since the Administration wants belts that are comfortable to wear and convenient to use, it urges companies to install voluntarily as many recommended features as possible.

Had the Reagan Administration

refrained from any action, a standard very similar to the one now being proposed for Sept. 1, 1986, would have been in effect—encouraging belt use—for two years already instead of two years hence.

Because NHTSA is concerned about using child-restraint systems with lap belts, it proposes that lap belts (or the lap part of lap/shoulder belts) can be locked to secure the child seat. An emergency locking device is also proposed for a lap belt used in conjunction with an air bag but not for one used with a shoulder belt.

Other proposals for the comfort/convenience rule include:

Changes in the convenience hook release for automatic belts; allowing tension-relieving mechanisms for automatic belts like the "window-shade" (even though they may be misused) so long as the owner's manual gives warning about their proper use; retaining the requirement of not more than 0.7-pound pressure on the chest for automatic belts, and changing slightly the latchplate accessibility requirement.

More proposals are: Making minor changes in requiring full belt retraction upon unbuckling; providing flexibility but still requiring visibility of belt hardware except for movable seats; opting for visual warning but not audible warning for problems with motorized belts, and exempting "walk-in" vans from certain requirements while still requiring belts to be in the vehicle.

In another action, NHTSA den-

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Domestic inventory is 53 days

New-car supply declines

By Arthur Flax
Automotive News Staff

Supplies of domestic cars on April 1 fell to 53 days, from 59 days a month earlier, as the stockpile of vehicles dropped in the face of strong sales.

New domestic cars in stock totaled 1,572,998 on April 1. A month earlier, there were 1,603,527 cars in inventory and at the start of April, 1984, there were 1,579,155 units in stock, representing a 56-days supply.

The ideal supply is generally considered to be 60 days, however there were a number of hot-selling lines that dipped well below that figure.

Factory incentives were apparently responsible for the tremendous drop in Pontiac Fiero's supply. Days' supply of that model fell from 78 on March 1 to 36 on April 1.

Sales of Chrysler's small cars continue to benefit from factory incentives and supplies of those cars remain low. Days' supply of Horizon, Turismo, Omni and Charger models ranged from 25 to 35 days on April 1. Last month's supply ranged from 28 to 34 days.

Supplies of a number of Ford Motor Co. models dropped and the company's days' supply fell

from 74 on March 1 to 56 on April 1.

Models for which the days' supply fell appreciably from March to April included the Ford Crown Victoria, LTD, EXP and Tempo and the Mercury Grand Marquis, Capri and Topaz.

Notable was the days' supply of the Ford Tempo. It was 18 on

April 1, down from 58 a month earlier and was the second lowest in the industry. Honda supplies were the lowest at three days for the U.S.-built Accord.

Supply of the Mercury Topaz also fell, from 55 days on March 1 to 24 days on April 1.

Other cars for which the days' supply fell were the

Please turn to Page 74, Col. 4

Profits for Big Three will be second-best

By Michelle Krebs
Financial Editor

First-quarter profits for the Big Three auto companies won't break the records set last year, but they'll come in second.

Combined profits for the Big Three are expected to be \$2.5 billion, according to estimates from auto analysts, compared with last year's combined \$3.2 billion.

For General Motors, auto analysts have lowered their original forecasts, which could have resulted in GM breaking the best-quarter-ever record set in the first quarter of last year.

GM profits are expected to be shy of \$1.2 billion, or \$3.75 per share, compared with \$1.6 billion, or \$5.11 per share a year ago.

Arvid Jouppe, an independent auto analyst in Detroit, lowered his estimate from \$5.75 per share to \$4.50 per share because of GM's underscheduling of cars and lower market share, to which GM responded by offering financing incentives on some models.

GM is suffering from high project expenses and costs of its reorganization, which has taken more time and more money than expected, said David Bloom, of First Boston Corp. The increased costs cannot be offset by higher

car prices, he added.

Scott Merlis, of Shearson Lehman Brothers, said model changes have required more engineering than anticipated at GM.

Ford Motor Co. is expected to earn about \$830 million, or \$4.50 per share, down from \$897.2 million, or \$4.90 per share, in the first quarter last year, which was Ford's best first quarter.

Analysts said Ford's performance may depend on how well it has done in the European market, which remains flat, and the currency losses associated with the strong dollar.

Chrysler's profits will be off from last year because the auto maker will pay taxes this year.

Chrysler is expected to earn close to \$530 million, or between \$4.25 and \$4.50 per share. Net income in the first quarter last year was \$705.8 million, or \$5.64 per share, the company's best-ever first quarter.

Analysts' estimates varied from \$3.70 per share to \$4.75 per share because of questions regarding what tax rate Chrysler will apply to first-quarter earnings. Chrysler officials have said they will use a 28 to 30 percent tax rate for the year.

The Big Three will announce first-quarter earnings the week of April 22.

breaking news

Senate slates fuel-economy hearings

WASHINGTON.—Hearings on fuel-economy standards have been scheduled for May 14 by the Senate Energy Conservation Subcommittee, chaired by Senator Don Nickles, Oklahoma Republican.

Japanese supplier locates in Michigan

DETROIT.—Yazaki Corp., of Tokyo, a multinational manufacturer of electronic automotive supplies, will construct a \$10 million factory and office facility in nearby Canton Township, Mich. Yazaki representatives and Michigan state officials broke ground at the site on April 11. The new factory will employ about 150 full-time workers, including 100 persons now employed at American Yazaki's leased facilities in Livonia, Mich.

EDS agency comes to Detroit

DETROIT.—Dallas-based Bozell & Jacobs ad agency, which will handle the personnel recruiting ad campaign for General Motors' EDS unit, plans to open a Bloomfield Hills (Mich.) office to service the account. The campaign, designed to enhance recruitment for the computer systems company, will use radio and newspaper advertising.

Chrysler drops its lawsuit to halt GM-Toyota venture

By Richard Johnson
Detroit Reporter

Chrysler Corp. has dropped a lawsuit against General Motors and Toyota which sought to block the two companies' joint auto-producing venture in Fremont, Calif.

The move was widely viewed last week as a prelude to Chrysler's own auto manufacturing joint venture with Mitsubishi.

Provisions of the settlement include a reduction in the period of "active cooperation" between GM and Toyota to eight years, although the Fremont venture will continue in existence for the maximum 12-year-period.

GM insiders last week said the end of "active cooperation" means GM employees who are part of the venture, known as New United Motor Mfg., Inc. (NUMMI), will be pulled out.

The agreement also restricts GM to buying no more than 250,000 units annually from either NUMMI or Toyota for sale or dis-

tribution in the U.S. or Canada during the 12-year period. However, a GM source said the company had no plans to buy more than 250,000 cars annually.

Federal District Judge Thomas Hogan, of the District of Columbia, ruled last summer that Chrysler could sue GM and Toyota in an attempt to block the car-making venture. Chrysler had alleged the project would have a "devastating effect" on competition in the marketplace, noting that GM and Toyota are price leaders in their respective markets.

The case was scheduled to be tried before Judge Hogan beginning April 22. Both sets of attorneys refused comment beyond a statement released by the companies, but Washington observers attached significance to the cap on purchases from NUMMI and Toyota, and the reduction of "active cooperation" between GM and Toyota to eight years.

According to a joint statement

released by the companies, GM and Toyota said they have discovered that the original 12-year period can be shortened to eight years and still provide the learning sought from the production of subcompacts in the U.S.

Industry observers in Detroit last week saw the announcement as confirmation of an Automotive News report (April 8) that Chrysler is about to announce a joint venture with Mitsubishi to manufacture cars in the U.S. Automotive News said the new venture would produce a subcompact to replace the Dodge Omni and Plymouth Horizon, which are scheduled to be phased out in two years.

Baron Bates, Chrysler vice president for public relations, denied that halting litigation is a prelude to a Chrysler joint-venture announcement.

"It has nothing to do with it," he said. "Our basic argument had to do with the size of the venture. Chrysler and Mitsubishi are smaller companies. If GM were to do something with Isuzu or Suzuki, we would have no objection. Bigness was the issue."

Bates said Chrysler dropped the suit because the company "had sought public debate on the issue and we had made our point."

Auto production at Fremont began last December. NUMMI is building a front-wheel-drive version of the Toyota Corolla to be marketed in the U.S. as the Chevrolet Nova.

GMAC ads advise women on credit rating

DETROIT.—General Motors Acceptance Corp. has launched a national ad campaign to encourage women to maintain good credit ratings.

The campaign centers on a full-color, 16-page booklet which advises women on the steps necessary to establish and maintain good credit ratings.

The booklet is entitled *Women Can Get the Credit They Deserve*. It will be available through GM dealers and will be featured in ads in national women's magazines. GMAC said insertion orders include *Cosmopolitan*, *Ms.*, *Working Woman*, *Redbook*, *Savvy* and *New Woman*.

GMAC historically has espoused its opinion that a good credit rating is almost a moral obligation, and it has taken every opportunity to try to convince Americans to value their credit ratings.

So, the current campaign is not only a promotion to get potential female car buyers into dealerships and make them aware of GMAC retail financing, it is also an extension of GMAC's long-held position.

The new booklet explains what creditors, like itself, consider when approving a loan application, what the Equal Credit Opportunity Act means to women and covers other timely topics.

GMAC said it has distributed "more than 2.5 million" booklets to 10,000 U.S. GM dealers.

Dealers elect Dunn

GREENSBORO, N.C.—Robert C. Dunn, owner of Bob Dunn Ford here, has been elected chairman of the Carolina Ford Dealers Advertising Assn.



First Acura groundbreaking

Tetsuo Chino, center, president of American Honda Motor Co., Inc., helped kick off the Acura Division's first dealer groundbreaking. The dealership, Frahm Acura, will be in Claremont, Calif. Also shown are principals of the firm: Louis Frahm, president, right, and Mitch Frahm, vice president. The Frahms currently operate a Honda dealership in Downey, Calif. The Acura firm is slated to open in April, 1986, to coincide with the introduction of the Acura in America.

New Canadian VRA may seek investment

By Richard Johnson
Detroit Reporter

Although Japanese restraints in Canada have expired, Canadian Government officials plan to keep a close eye on imports while negotiating a new agreement.

Canada is seeking a lasting arrangement that reconciles import levels with the government's call for more Canadian investment by Japanese manufacturers.

"We are negotiating with the Japanese with a view toward reaching a more-comprehensive, longer-term agreement," said Denis Comeau, of the Department of International Trade in Canada's Ministry of External Affairs.

Comeau said it is too early to speculate on the new agreement, although he said the government wants something longer than 12 months and more comprehensive than an import quota.

"We don't know what is going to happen," he said. "But the ministers would like some type of investment coming to Canada. Certainly, the intent is to have more than we have now."

Canadian Prime Minister Brian Mulroney has indicated that quotas will be maintained until Japanese investment in Canada is expanded, although he has declined to say whether the cap will be increased.

Canadian federal officials complain that while Japanese companies have invested more than \$5 billion in the U.S. automotive industry, there has been only \$100 million to \$125 million invested in Canada.

The voluntary limit, which expired March 31, restricted Japanese companies to 170,400 cars last year, or no more than 18 percent of the passenger-car market. A cap on Japan's share of the Canadian market was set in 1981 alongside the U.S. voluntary restraint agreement. Previously, Japanese companies had held as much as 22 percent of Canadian auto sales.

The recently expired agreement allowed Japan's allocation to rise to a maximum of 170,400 (from a base of 166,000) if total new-car sales for the 1984 calendar year

hit 943,000. Canadian sales last year reached 964,357.

Comeau said the two countries hope to settle the issue within the next several weeks, although he acknowledged that talks could drag on longer. Last year, a new one-year pact was not reached until June.

"Our ministers have expressed a hope that in the next couple of months we can arrive at some type of agreement," he said.

Meanwhile, he said Japanese importers will be monitored for increases in shipments. Japan's makers must not revert to "the traditional flow of imports," he said, or else "our ministers will take appropriate measures."

The president of the Canadian Assn. of Japanese Automobile Dealers recently predicted that Japanese volume would rise moderately, perhaps only to the range of 200,000-210,000 vehicles a year, if restraints are lifted.

Grote to retire; new team heads Chrysler Financial

TROY, Mich.—Chrysler Financial Corp. has shuffled its top management as a result of the retirement of E.O. Grote, president of Chrysler's financing subsidiary.

Grote will retire April 30. He has been with Chrysler Financial during all its 21-year history and has been in the finance industry for 38 years.

He has served as president and chief executive officer of Chrysler Financial since March, 1981. He was elected a Chrysler vice president in 1981.

Robert S. Miller, Chrysler Corp. executive vice president of finance and administration, has been elected chairman of Chrysler Financial in addition to his present duties.

Robert E. Baker, former finance vice president and general counsel of Chrysler Financial, has been elected vice chairman, and Jeremiah E. Farrell, former operations vice president of Chrysler Financial, has been named president.

Dealers' shop volume scores gain for month

By Jack Walsh
Service Editor

The nation's franchised car-and-truck dealers continue to report strong service and parts volume, with gains in the first two months in all segments of the business.

In February, according to the Automotive News Service Index, shop volume was 7.4 percent higher than the same month a year ago, while the two-month results were up 8.1 percent.

The leading indicator during the month was repair orders writ-

ten. The February total—for both customer-paid and warranty work—was 11 percent higher than a year ago.

Total dollar sales of customer-paid and warranty labor rose 9.8 percent, while gross profit on all labor, parts and accessory sales in February advanced 6.7 percent over last year.

Dollar sales of shop parts during the month—those used in both customer-paid and warranty service—were 6.3 percent higher than a year ago. Sales of parts to outside customers were up 3.4 percent from 1984.

February sales of all parts and accessories advanced 4.6 percent over last year.

The leading indicator for the first two months was total labor sales, with a gain of 12.5 percent over volume in the like period a year ago.

Shop parts business through February was 9.4 percent higher than last year, while sales to outside sources advanced 3 percent.

The number of repair orders written in January and February showed an increase of 8.1 percent, and gross profit on total shop volume was 7.6 percent higher than a year ago. Two-month sales of all parts and accessories were up 5.7 percent from 1984.

Service Index figures are compiled from monthly reports from dealers in all areas of the nation.

SERVICE INDEX

107.4*

	Feb., '85	2 mos., '85	Feb., '84	2 mos., '84
Gross Profit on All Labor and P&A Sales	+6.7%	+7.6%		
Repair Orders				
Written	+11.0%	+8.1%		
Total Labor Sales (Customer & Warranty)	+9.8%	+12.5%		
Shop Parts Sales (Customer & Warranty)	+6.3%	+9.4%		
Sales of All P&A	+4.6%	+5.7%		

*—Survey by Automotive News shows that dealers' service and parts business in February, 1985, was 107.4 percent of business in February, 1984. Service business in the first two months of 1985 was 108.1 percent of business in the corresponding period in 1984.

If Olds builds a van, it will look like an Olds

DETROIT.—There may be a passenger van in Oldsmobile's future but its buyers will know it's an Olds and not a truck, the car maker's chief engineer said.

Speaking at a meeting of the Detroit Auto Writers Group, Theodore N. Louckes said he is working on van concepts with marketing people.

"We're trying to determine what the logical new types of vehicles are for Oldsmobile," he said. "The old, big station wagon has been around for a long time and obviously needs to be replaced in the future."

"Our first answer is a new, more modern better replacement. That's the obvious answer. But maybe there are some elegant, unique, dramatic designs in van hardware that would be of interest to us and I'm trying to look at that."

"We don't want to be in the van business," Louckes said. "That's the truck business which is not very attractive to up-level owners of Oldsmobiles. They don't want to look like they're driving around in a van or a truck. That's the reason they pay more to go around in an elegant station wagon."

"We'd like to give them something unique that's dressy and nice and, if there is a truck hiding under it, nobody knows it," he said.